

The following classes will be held at Patuxent River, Maryland

FY 02 CALENDAR (OCTOBER 01 - SEPTEMBER 02)

KIM EARNSHAW, COORDINATOR 301-757-1009

FOREIGN MILITARY SALES	COST	COURSE DATES AND COURSE CODES											
		OCT 01	NOV 01	DEC 01	JAN 02	FEB 02	MAR 02	APR 02	MAY 02	JUN 02	JUL 02	AUG 02	SEP 02
Case Closure	None	17 496627			16 496628			17 496629			17 496630		
Case Development/DSAMS New Users Training (NUT I)	None	02-04 496631	27-29 496632	11-13 496633	15-17 496634			30 Apr-02 May 496638		11-13 496639		06-08 496641	
Case Reconciliation & Case Closure	None	To Be Determined											
Cross Cultural Communications (on-site)	None	To Be Determined											
DISAM (on-site)	None										16-18 496655		
DSAMS New Users Training (NUT II)	None	30-31 496643		18-19 496645	23-24 496646			23-24 496649	21-22 496650	18-19 496651	23-24 496652	20-21 496653	11-12 496654
Financial Management	None			04-06 496656			12-14 496657			25-27 496658			17-18 496659
FMS Overview	None	10 496660			15 496661		26 496662		29 496663		30 496664		04 496665
MISIL (Hands-on)	None		20 496667		14 496668			08 496669	30 496670		25 496671		26 496672
Supply/Transportation (NAVICP)	None	22-23 496673							14-15 496674				

The following classes will be held at Wright-Patterson Air Force Base, Dayton, Ohio

FY 02 CALENDAR (OCTOBER 01 - SEPTEMBER 02)

KIM EARNSHAW, COORDINATOR 301-757-1009

FOREIGN MILITARY SALES	COST	COURSE DATES AND COURSE CODES											
		OCT 01	NOV 01	DEC 01	JAN 02	FEB 02	MAR 02	APR 02	MAY 02	JUN 02	JUL 02	AUG 02	SEP 02
SAM-A Advanced	None							2-5 495481			30 Jul – 02 Aug 495482		
SAM-C CONUS	None	15-26 495483	26 Nov – 07 Dec 495484			04-15 495486		01-12 495488	06-17 495489			05-16 495490	09-20 495491
						25 Feb-08 Mar 495487							
SAM-CF Case Financial	None			10-14 495492				29 Apr – 03 May 495493		24-28 495494			
SAM-CM Program/Case Management	None				28 Jan – 01 Feb 495495			22-26 495496					23-27 495497
SAM-CO CONUS Orientation	None					25 Feb – 01 Mar 495498						19-23 495499	
SAM-CR Case Closure and Reconcillation	None						25-29 495500			03-07 495501			
SAM-CS Log/Customer Support	None		14-18 495502						20-24 495503			05-09 495504	
SAM-E Executive	None		05-09 495505				04-08 495506					26-30 495507	
SAM-TO Training Officer	None	15-19 495508						22-26 495509	20-24 495510				23-27 495511

The following classes will be held at Hurlburt Field, Florida

FY 02 CALENDAR (OCTOBER 01 - SEPTEMBER 02)

KIM EARNSHAW, COORDINATOR 301-757-1009

FOREIGN MILITARY SALES	COST	COURSE DATES AND COURSE CODES											
		OCT 01	NOV 01	DEC 01	JAN 02	FEB 02	MAR 02	APR 02	MAY 02	JUN 02	JUL 02	AUG 02	SEP 02
Africa Orientation	None							22-26 496085				12-16 496086	
Asia-Pacific Orientation	None		05-09 496087						13-17 496088				16-20 496089
Cross Cultural Communications (CCC)	None	29 Oct – 02 Nov 496090						08-12 496091		17-21 496092			09-13 496093
Latin America Orientation	None					25 Feb – 01 Mar 496094		29 Apr – 03 May 496095		24-28 496096			
Middle East Orientation	None		05-09 496097			11-15 496099		1-5 496100		24-28 496101		05-09 496102	16-20 496103
Russia, Central Europe & Central Asia Orientation	None			03-07 496104					06-10 496105		22-26 496106		23-27 496107

COURSE TITLE:	CASE CLOSURE	
VENDOR:	NAVAIR (AIR-1.4)	
COURSE CODE: 496627 496628 496629 496630	DATES: 17 October 01 16 January 02 17 April 02 17 July 02	NOMINATION DEADLINE: 28 September 01 21 December 01 15 March 02 14 June 02
LENGTH:	1/2 Day	
TIME:	12:00 p.m. – 4:00 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	The Case Closure course provides an introduction to the three types of closure processes, some tools to assist in reconciling FMS case, and various FMS financial systems available to assist in closing an FMS case.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ Discuss types of closure and closure process ❖ Illustrate closure process through closure of a sample case ❖ Identify reports in MISIL/MIST/DIFS/CERPS required for reconciliation and how to request them ❖ Provide sample correspondence and points of contact. 	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Government contractors supporting Foreign Military Sales may register by faxing a completed Contractor Initial Training Request to (301)342-4523.	
COST:	None	

COURSE TITLE:	CASE DEVELOPMENT/DSAMS NEW USERS TRAINING (NUT I)	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Jorge Scientific Corporation 44425 Pecan Court California, MD	
COURSE CODE: 496631 496632 496633 496634 496638 496639 496641	DATES: 02-04 October 01 27-29 November 01 11-13 December 01 15-17 January 02 30 Apr-02 May 02 11-13 June 02 06-08 August 02	NOMINATION DEADLINE: 14 September 01 26 October 01 09 November 01 14 December 01 05 April 02 03 May 02 05 July 02
LENGTH:	3 Days	
TIME:	8:00 a.m.-3:30 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	This course teaches the students how to build a pricing package in the Defense Security Assistance Management System (DSAMS). Other topics include: Releasability, excess defense articles and general FMS information relative to FMS case development. This class is for DSAMS users who need to be reacquainted to building a pricing package in the Defense Security Assistance Management System (DSAMS).	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Government contractors supporting Foreign Military Sales may register by faxing a completed Contractor Initial Training Request to (301)342-4523.	
COST:	None	

COURSE TITLE:	CASE RECONCILIATION AND CASE CLOSURE
VENDOR:	NAVAIR (AIR-1.4) and DISAM
LOCATION:	Patuxent River, Maryland
COURSE DATES:	To be Determined
LENGTH:	5 Days
TIME:	8:00 a.m.-3:30 p.m.
PREREQUISITE:	SAM-CONUS or a combination of DISAM (on-site, CC# 477883) and security assistance work experience.
DESCRIPTION:	The course provides a comprehensive understanding and application of the policies, methods, systems, and actions necessary for effective and continuous case/line reconciliation from implementation through final closure.
OBJECTIVE:	<p>At the completion of this course, students will understand and apply:</p> <ul style="list-style-type: none"> ❖ Statutory requirements, DoD directives and manuals. ❖ FMS processes, including financial processes of pricing, funds management and billing. ❖ DFAS case reconciliation and closure processes. ❖ Applicable tools. ❖ Understand the Navy processes, data systems, and other tools for case reconciliation and closure.
AUDIENCE:	Personnel assigned to positions in security assistance management, such as Case Managers, Case Financial Managers, Comptrollers, Budgeting, Accounting and Finance Specialist, Price and Cost Analysts.
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.
COST:	None

COURSE TITLE:	CROSS CULTURAL COMMUNICATIONS (CCC) ON-SITE
VENDOR:	United States Air Force Special Operations School
LOCATION:	Patuxent River, Maryland
COURSE DATE:	To Be Determined
LENGTH:	5 Days
TIME:	8:00 a.m.-3:30 p.m.
PREREQUISITE:	None
DESCRIPTION:	This course provides the student with an excellent understanding of the Middle East, Latin American, Asian and Sub Sahara African cultures. A lecture on terrorism and threat awareness is also provided.
OBJECTIVE:	<p>At the completion of this course, students will:</p> <ul style="list-style-type: none"> ❖ Understand and appreciate how their native country's culture has shaped their own values and communication patterns. ❖ Transfer their knowledge to a new appreciation for the culture, values and communication patterns of other countries. ❖ Understand and apply communication techniques of other countries: Europe, Asia-Pacific, Middle East, and Latin America.
AUDIENCE:	FMS personnel
MATERIALS NEEDED:	None
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.
COST:	None

COURSE TITLE:	DISAM ON-SITE	
VENDOR:	DISAM	
LOCATION:	Patuxent River, Maryland	
COURSE CODE: 496655	COURSE DATE: 16-18 July 02	NOMINATION DEADLINE: 14 June 02
LENGTH:	3 Days	
TIME:	8:00 a.m.-3:30 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	This course is an abbreviated version of the DISAM CONUS at Wright-Patterson AFB. It provides an overview of SA for personnel with less than full time SA involvement.	
OBJECTIVE:	The course provides a comprehensive overview of security assistance programs and their legislative requirements; a familiarity with the FMS process; contractual and acquisition aspects, financial management, and logistics systems policies and procedures which apply to Foreign Military Sales.	
AUDIENCE:	FMS personnel	
MATERIALS NEEDED:	None	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.	
COST:	None	

COURSE TITLE:	DSAMS NEW USERS TRAINING II (NUT II)	
VENDOR:	NAVAIR (AIR-1.4)	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
496643	30-31 October 01	05 October 01
496645	18-19 December 01	16 November 01
496646	23-24 January 02	21 December 01
496649	09-10 April 02	22 March 02
496650	21-22 May 02	19 April 02
496651	18-19 June 02	17 May 02
496652	23-24 July 02	21 June 02
496653	20-21 August 02	19 July 02
496654	11-12 September 02	09 August 02
LENGTH:	2 Days	
TIME:	8:00 a.m.-3:30 p.m.	
PREREQUISITE:	An active DSAMS account and completion of Case Development/DSAMS NUT I.	
DESCRIPTION:	This workshop teaches the student how to amend an existing Letter of Offer and Acceptance to prepare revisions in the Defense Security Assistance Management System (DSAMS) database.	
AUDIENCE:	Anyone required to use DSAMS.	
MATERIALS NEEDED:	An active DSAMS account.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Government contractors supporting Foreign Military Sales may register by faxing a completed Contractor Initial Training Request to (301)342-4523.	
COST:	None	

COURSE TITLE:	FINANCIAL MANAGEMENT	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Patuxent River, Maryland	
COURSE CODES: 496656 496657 496658 496659	COURSE DATES: 04-06 December 01 12-14 March 02 25-27 June 02 17-18 September 02	NOMINATION DEADLINE: 02 November 01 15 February 02 24 May 02 16 August 02
LENGTH:	3 Days	
TIME:	8:00 a.m.-3:30 p.m.	
PREREQUISITE:	Case Development	
DESCRIPTION:	This course focuses on FMS Financial processes: implementation, execution, MISIL, CRRs/FMRs WPS, funding documents and case closure.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ Develop a comprehensive understanding of the current policies, procedures and available management systems necessary for executing assigned FMS programs. ❖ Understand how to resolve problem areas associated with implemented FMS cases. 	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	Participants should bring a calculator to class.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.	
COST:	None	

COURSE TITLE:	FMS OVERVIEW	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Patuxent River, Maryland	
COURSE CODE: 496660 496661 496662 496663 496664 496665	DATES: 10 October 01 15 January 02 26 March 02 29 May 02 30 July 02 04 September 02	NOMINATION DEADLINE: 14 September 01 14 December 01 22 February 02 26 April 02 28 June 02 02 August 02
LENGTH:	1/2 Day	
TIME:	8:00 a.m.-12:00 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	FMS 101. This course provides part-time FMS employees with an elementary understanding of the Security Assistance process and introduces them to the basic FMS financial systems.	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Government contractors supporting Foreign Military Sales may register by faxing a completed Contractor Initial Training Request to (301)342-4523.	
COST:	None	

COURSE TITLE:	MISIL	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Patuxent River, Maryland	
COURSE CODE: 496667 496668 496669 496670 496671 496672	COURSE DATES: 20 November 01 14 January 02 08 April 02 30 May 02 25 July 02 26 September 02	NOMINATION DEADLINE: 19 October 01 14 December 01 08 March 02 26 April 02 21 June 02 23 August 02
LENGTH:	1/2 Day	
TIME:	8:00 a.m.-12:00 p.m.	
PREREQUISITE:	User ID and password to MISIL is required. A basic working knowledge of the MISIL database is strongly recommended.	
DESCRIPTION:	This course provides an introduction to MISIL with the emphasis on Pre-Contract Accounting. The significant queries and reports used in the daily management of a FMS case are presented.	
OBJECTIVE:	At the completion of this course, participants should have a basic understanding of MISIL. To be aware of the differences between Pre-Contract Accounting and Contract Accounting.	
AUDIENCE:	FMS Analysts	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.	
COST:	None	

COURSE TITLE:	SUPPLY/TRANSPORTATION SEMINAR (NAVICP)	
VENDOR:	NAVICP	
LOCATION:	Employee Development Center, Building #2189	
COURSE CODE: 496673 496674	COURSE DATE: 22-23 October 01 14-15 May 02	NOMINATION DEADLINE: 05 October 01 12 April 02
LENGTH:	2 Days	
TIME:	8:00 a.m.-3:30 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	The Transportation Seminar provides information on the methods of transportation, pricing and recurring problems. This class is an excellent starting point for understanding the numerous intricacies associated with the movement of FMS material.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ This course will focus on specific aspects of logistics such as: regulations, communication, requisition processing, requirements determination, details of MIL standards, MILSTRIP with an emphasis on shipping, special security assistance consideration and transportation considerations throughout the FMS case and requisition life cycle. ❖ This course will also include the Transportation billing process and what happens when it is not done correctly. ❖ The responsibilities and relationships between NAVICP CODE OF, the Weapon System Program Manager, the Contract Administrative Office, the MILDEP/DLA Item Managers, the Freight Forwarder, U.S. Customer. ❖ The course will also focus on reducing misdirected shipments, reducing transportation charges error, supply discrepancy reports (SDRs) and improving case reconciliation. 	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	None	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.	
COST:	None	

COURSE TITLE:	SAM-A (ADVANCED)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495481 495482	COURSE DATES: 02-05 April 02 30 July – 02 August 02	NOMINATION DEADLINE: 31 January 02 30 April 02
LENGTH:	4 Days	
TIME:	8:00 a.m.-4:45 p.m.	
PREREQUISITE:	Must have taken one of the following: SAM-C, SAM-O, SAM-CO, SAM-OS, or SAM-E. Any student that wants to attend SAM-A must have taken SAM-CF and/or SAM-CM course at least two years prior.	
DESCRIPTION:	This course will demonstrate how policy changes affect the separate functional management areas. Updates in legislation affecting the overall international sales process, international cooperation programs and relevant regional issues will be covered to convey and emphasize changes as well as future concerns.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ To provide updated security assistance information. ❖ To furnish students with an understanding of the latest security assistance policies as well as practical examples of how those policies are being applied within the management community. 	
AUDIENCE:	FMS personnel	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NSW-NAWCAD 12410/28 (Rev. 05/01) and submit to their Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator (301)342-4523.</i> Government Contractors can not attend this course.	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-C (CONUS)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495483 495484 495486 495487 495488 495489 495490 495491	COURSE DATES: 15-26 October 01 26 November – 07 December 01 04-15 February 02 25 February – 8 March 02 01-12 April 02 06-17 May 02 05-16 August 02 09-20 September 02	NOMINATION DEADLINE: 01 August 01 03 September 01 03 December 01 03 December 01 01 February 02 01 March 02 03 June 02 01 July 02
LENGTH:	10 Days	
TIME:	8:00 a.m.-5:00 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	This course provides a thorough coverage of the interactions and interrelationships of security assistance management. Other topics covered are foreign policy, national security associated with U.S. security assistance program, Congressional review requirements, and DoD and State program review.	
OBJECTIVE:	To furnish students with a comprehensive understanding of the entire security assistance management process, thereby enabling them to understand how their particular duty functions interact with and relate to all other functions of security assistance management.	
AUDIENCE:	Military personnel E-7 to O-5 or DoD civilians GS-5 to GS-14.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301) 342-4523.</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CF (FINANCIAL MANAGEMENT)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODES: 495492 495493 495494	COURSE DATES: 10-14 December 01 29 April – 03 May 02 24-28 June 02	NOMINATION DEADLINE: 01 October 01 01 February 02 01 April 02
LENGTH:	5 Days	
TIME:	8:00 a.m.-5:00 p.m.	
PREREQUISITE:	Security Assistance Management Course - CONUS (SAM-C)	
DESCRIPTION:	This course includes a variety of topics, including the Arms Export Control Act and other statutory requirements; DoD implementing directives and manuals; FMS pricing of materiel and services; flow and accounting of funds; the FMS trust fund; obligation and expenditure authority; payment schedules; performance reporting and reimbursement, including reports, the Defense Integrated Financial System (DIFS), case reconciliation, and closure. The course is interspersed with studies of the organizations and functions concerned; including the Military Departments Defense Finance, Accounting Service-Denver Center, their interrelationship and involvement.	
OBJECTIVE:	To provide personnel a comprehensive understanding and application of the policies, methods, systems, and actions necessary for the effective financial management of FMS cases.	
AUDIENCE:	FMS personnel who are directly involved in financial management	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301)342-4523.</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CM (PROGRAM/CASE MANAGEMENT)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495495 495496 495497	COURSE DATES: 28 January – 01 February 02 22-26 April 02 23-27 September 02	NOMINATION DEADLINE: 01 November 01 01 February 02 01 July 02
LENGTH:	5 Days	
TIME:	8:00 a.m.-3:45 p.m.	
PREREQUISITE:	Security Assistance Management Course CONUS (SAM-C) or Security Assistance Management On-Site (SAM-OS) in combination with one year security assistance experience is required. Must have completed this prerequisite at least 6 months prior to scheduled start of SAM-CM.	
DESCRIPTION:	This course encompasses a variety of topics, including pertinent applications of Arms Export Control Act and other statutory requirements; DoD and service implementing directives and instructions, such as the <i>Security Assistance Management Manual (SAMM)</i> (DoD 5105.38-M), AR 12-1 and 12-8, NAVSUP 541, and AFMAN 16-101; FMS policy, program requirements, and management actions; and available automated information systems.	
OBJECTIVE:	To provide understanding and application of the policies, procedures, methods, systems, and sequential actions necessary for the effective management of FMS programs and cases.	
AUDIENCE:	Personnel directly involved in or concerned with the approval negotiation, coordination and management of the FMS programs and cases involving major end items or follow-on support.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301)342-4523.</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CO (CONUS OVERVIEW)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495498 495499	COURSE DATES: 25 February – 01 March 02 19-23 August 02	NOMINATION DEADLINE: 03 December 01 03 June 02
LENGTH:	5 Days	
TIME:	8:00 a.m.-4:00 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	The course structure affords the opportunity to examine the most current changes in policies and procedures governing security assistance administration. The course examines recent amendments to security assistance legislation, regulations, and procedural documents, and it provides a examination of current inter-departmental organizational relationships and their impact on security assistance management.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ To provide an overview of the entire security assistance management process. ❖ To provide a familiarity with the materials and subject matter presented to middle-level managers working for senior executives ❖ Introduction to DISAM programs, facilities, and faculty as a resource for the mid-level security assistance manager. 	
AUDIENCE:	Mid-level security supervisor/manager, Grades O-5/GS-14 and below, or personnel who work on the periphery of security assistance; who do not need the in-depth coverage of SAM-Conus course.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301) 342-4523.</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CR	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495500 495501	COURSE DATES: 25-29 March 02 03-07 June 02	NOMINATION DEADLINE: 02 January 02 01 April 02
LENGTH:	5 Days	
TIME:	8:00 a.m-3:45 p.m.	
PREREQUISITE:	Prior completion of the DISAM Security Assistance Management CONUS Course (SAM C) is required; however, this prerequisite may be met by extensive security assistance financial management experience, or a combination of the DISAM On-Site (SAM-OS) and one year's security assistance experience. Completion of the DISAM Financial Management Course (SAM-CF) is desirable, but not absolutely necessary.	
DESCRIPTION:	This course encompasses a broad variety of topics including statutory requirements, DoD directives and manuals, MILDEP directives and manuals; an overview of FMS processes, including financial processes of pricing, funds management, and billing; as well as overview of the DFAS case reconciliation and closure processes. MILDEP unique workshops make up the majority of course hours and are designed to provide hands on training in the tools available to MILDEP and DoD agency case and financial managers.	
OBJECTIVE:	The Case Reconciliation and Closure course is designed to provide personnel who are directly involved or concerned with FMS case and financial management, a comprehensive understanding and application of the policies, methods, systems, and actions necessary for effective and continuous case/line reconciliation from case/line implementation through final closure.	
AUDIENCE/ ELIGIBILITY CRITERIA:	U.S. personnel assigned to positions in security assistance management, such as Case Managers, Case Financial Managers, Comptrollers, Budgeting, Accounting and Finance Specialists, Price and Cost Analysts from such agencies as DoD and DFAS Comptroller-Finance and Accounting Offices (DAOs, OPLOCs, etc.), and all FMS Case implementing Agencies.	
MATERIAL NEEDED:	None	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301) 342-4523.</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CS (LOG/CUST SUPPORT)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495502 495503 495504	COURSE DATES: 14-18 November 01 20-24 May 02 05-09 August 02	NOMINATION DEADLINE: 03 September 01 01 March 02 03 June 02
LENGTH:	5 Days	
TIME:	8:00 a.m.-3:30 p.m. Monday – Thursday / 8:00 a.m.-12:30 p.m. Friday	
PREREQUISITE:	None	
DESCRIPTION:	The course focuses on specific aspects of logistics such as the integration of the elements of the Total Package Approach, requisition processing, requirements determination, details of MIL standards, with an emphasis on shipping and transportation considerations throughout the FMS case and requisition life cycle. The course focuses on reducing frustrated and misdirected shipments, reducing supply discrepancy reports, and improving case reconciliation.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ To provide a comprehensive understanding and application of the policies, procedures, systems and actions necessary to move FMS materiel from its initial requisition to its shipment to the customer's final destination. ❖ To understand the functions of key organizations involved in materiel distribution, to include the ILCOs, DLA, contractors and freight forwarders. ❖ Students will understand how to identify the proper procedures for processing requisitions, and the handling and movement of Security Assistance program materiel, with an objective of reducing or preventing deficiencies in the FMS materiel distribution process. 	
AUDIENCE:	FMS logistics personnel	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301) 342-4523.</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-E (EXECUTIVE)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495505 495506 495507	COURSE DATES: 05-09 November 01 04-08 March 02 26-30 August 02	NOMINATION DEADLINE: 03 September 01 02 January 02 03 June 02
LENGTH:	5 Days	
TIME:	8:00 a.m.-4:30 p.m.	
PREREQUISITE:	None	
DESCRIPTION:	This course provides an overview of the entire security assistance management process and addresses the many facets of security assistance policy, planning, and programming. Also covered are security assistance topics as they relate to legislation, policy, financial management, transportation, logistics, and training management.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ Increase understanding of policies and procedures for the transfer of defense articles and services. ❖ To provide an appreciation of the international environment in which they must function. 	
AUDIENCE:	U. S. Government personnel Grades O-6/GS-15 and above, programmed for or assigned to security assistance activities, or in related positions in international logistics, financial management, and training activities.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NSW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator (301) 342-4523.</i> Government Contractors can not attend this course.	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-TO (TRAINING OFFICIER)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE: 495508 495509 495510 495511	COURSE DATES: 15-19 October 01 22-26 April 02 20-24 May 02 23-27 September 02	NOMINATION DEADLINE: 01 August 01 01 February 02 01 March 02 01 July 02
LENGTH:	5 Days	
TIME:	8:00 a.m.-5:00 p.m. Monday – Thursday / 8:00 a.m.-12:00 p.m. Friday	
PREREQUISITE:	None	
DESCRIPTION:	This course provides a comprehensive overview of security assistance management and the interrelationships of the IMSO and the international student. The curriculum explores security assistance legislation, foreign policy, human rights considerations, organizations and functions, planning and programming, and the basic security assistance process.	
OBJECTIVE:	<ul style="list-style-type: none"> ❖ To provide International Military Student Office (IMSO) personnel with the tools to conduct the Department of Defense Informational Program (DoDIP) and to administer IMS's attending courses of instruction at U.S. installations. ❖ To provided an in-depth examination of internationally recognized human rights with the overall objective of providing a like experience to al IMS receiving training in the U.S. 	
AUDIENCE:	Military and civilians personnel who occupy positions in international military student offices (IMSO's) at an installation, who are involved in international student administration, and who conduct the DoDIP.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NSW-NAWCAD 12410/28 (Rev. 05/01) and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator (301) 342-4523.</i> Government Contractors can not attend this course.	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	AFRICA ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE: 496085 496086	DATES: 22-26 April 02 12-16 August 02	NOMINATION DEADLINE: 22 March 02 12 July 02
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides a broad overview of the Sub-Saharan Africa region with an emphasis on cultural, historical, economic, and political issues. It also covers health, humanitarian, economic, security, and U. S. policy issues.	
OBJECTIVE:	<p>At the completion of this course, the student will understand and describe:</p> <ul style="list-style-type: none"> ❖ The impact of African cultural and political principles on U. S. policy and interests. ❖ The historical, cultural and politico-military background of the four major regions of Sub-Saharan Africa. ❖ Regional-specific issues focusing on conflict-resolution, Special Operations forces and US policy and interests. 	
AUDIENCE:	Military or civilian U. S. Government Personnel currently assigned or planning to be assigned to Sub-Saharan Africa or, those with job responsibilities and duties pertaining to the African region.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28 (Rev. 05/01). The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	ASIA-PACIFIC ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE: 496087 497088 496089	DATES: 05-09 November 01 13-17 May 02 16-20 September 02	NOMINATION DEADLINE: 05 October 01 12 April 02 16 August 02
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides a broad overview of the Asian-Pacific area, focusing on the regional/country studies, cultural considerations, security-military and political-economic issues, and personal security.	
OBJECTIVE:	<p>At the completion of this course, the student will understand and be able to describe:</p> <ul style="list-style-type: none"> ❖ The impact of Asian-Pacific cultural and political principles on US policy and interests. ❖ The historical, cultural and politico-military background of the three major regions of Asia-Pacific. ❖ Regional-specific issues focusing on conflict-resolution, Special Operations Forces and US policy and interests. 	
AUDIENCE:	Military or civilian U. S. Government Personnel currently assigned or planning to be assigned to Asia-Pacific region or, those with job responsibilities and duties pertaining to the Asia-Pacific region.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28 Rev. 05/01). The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	CROSS CULTURAL COMMUNICATIONS (CCC)	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE: 496090 496091 496092 496093	DATES: 29 Oct – 02 Nov 01 08-12 April 02 17-21 June 02 09-13 September 02	NOMINATION DEADLINE: 28 September 01 08 March 02 17 May 02 09 August 02
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos On-Site course information will be provided to the student two weeks prior to the course date.	
PREREQUISITE:	None	
DESCRIPTION:	This course is designed to improve the communication and problem-solving skills when interacting with personnel from other countries. The course is divided into two areas: 1) a conceptual analysis of values and culture with strategies basic to effective cross cultural communications, and 2) a regional focus covering historical culture development and specific regional norms.	
OBJECTIVE:	Students should comprehend and value key strategies enhancing effective cross cultural communications with personnel from Southwest Asia, Latin America, Asia-Pacific, Africa, Russia, Central Asia, Eastern Europe, Western Europe, and the Balkans.	
AUDIENCE:	Military or civilian U. S. Government Personnel who works with, negotiates with, or interacts with foreign nationals, in either a stateside or overseas location.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28 (Rev. 05/01). The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	LATIN AMERICA ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE: 496094 496095 496096	DATES: 25 Feb – 01 Mar 02 29 April – 03 May 02 24-28 June 02	NOMINATION DEADLINE: 25 January 02 29 March 02 24 May 02
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides an introduction to the historical, cultural, religious and political dynamics of the Latin American region. Examines such critical issues as U. S. Drug Policy in Latin American and Latin American Military Culture.	
OBJECTIVE:	<p>At the completion of this course, the student will understand and be able to describe:</p> <ul style="list-style-type: none"> ❖ The impact of Latin American cultural and political principles on U. S. policy and interests. ❖ The historical, cultural and politico-military background of Latin America. ❖ Regional issues such as US Drug Policy and Latin American Military Culture. 	
AUDIENCE:	Military or civilian U. S. Government Personnel currently assigned or planning to be assigned to Latin American region or, those with job responsibilities and duties pertaining to the Latin American region.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28 (Rev. 05/01). The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	MIDDLE EAST ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE: 496097 496099 496100 496101 496102 496103	DATES: 05-09 November 01 11-15 February 02 01-05 April 02 24-28 June 02 05-09 August 02 16-20 September 02	NOMINATION DEADLINE: 05 October 01 11 January 02 01 March 02 24 May 02 05 July 02 16 August 02
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides an introduction to historical, cultural, religious and political dynamics of the Middle East to include an introduction to Islam, Ethnic Minority Groups of the region, desert culture and US policy.	
OBJECTIVE:	The student will understand the historical and political dynamics of the Middle East and the region's cultural and religious character.	
AUDIENCE:	Military or civilian U. S. Government Personnel currently assigned or programmed for assignment to the region, or whose duties pertain to interacting with personnel from the Middle East.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28 (Rev. 05/01). The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	RUSSIA, CENTRAL EUROPE AND CENTRAL ASIA ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE: 496104 496105 496106 496107	DATES: 03-07 December 01 06-10 May 02 22-26 July 02 23-27 September 02	NOMINATION DEADLINE: 02 November 01 05 April 02 21 June 02 23 August 02
LENGTH:	5 Days	
	Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at: http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Course covers history, religion, culture and politics. Discussions focus on such critical issues as weapons of mass destruction, organized crime, the Balkan Conflict, and the future of U. S. Military and SOF in the region. Provides background information and effective strategies for cross-cultural communication to enhance interaction and analytical skills.	
OBJECTIVE:	To provide an introduction to historical, political, cultural and religious character of the region of Russia, Central Europe and Central Asia. Develops a foundation for more effective planning and execution of theater specific military operations.	
AUDIENCE:	Military or civilian U. S. Government Personnel currently assigned or planning to be assigned to the region or whose duties pertain to Russia, Central Europe and Central Asian regions.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28 (Rev. 05/01). The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). <i>Government contractors supporting Foreign Military Sales may attend on a space-available basis.</i>	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	